

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### R & R Truck & Trailer

#### Arkansas Manufacturing Solutions

#### R&R Truck & Trailer Implements New Accounting System

**Client Profile:**

R&R Truck & Trailer manufactures custom trailers and related equipment for the transportation industry. R&R employs 17 people at its facility in Lincoln, Arkansas.

**Situation:**

R&R was experiencing growth but did not have an accounting system that could automate their business processes. Opportunities existed for expanding sales but could not be pursued because of the time limits imposed by manual business processing. The company was also challenged with a lack of manpower to seek out a vendor who could provide accounting software implementation and training. The company contacted the Arkansas Manufacturing Solutions (AMS), a NIST MEP network affiliate, for help.

**Solution:**

AMS Project Manager, Joe McCoy, spoke with R&R Truck & Trailer General Manager, Doug Hutchens, to determine specific needs for an accounting system to handle their growth and provide the business information they needed. McCoy developed a request for quote and located three highly qualified regional vendors who could meet R&R's business needs. R&R's president examined the three vendors and selected Cox Accounting as the preferred vendor. The project was a likely candidate for assistance through a Technology Transfer Assistance Grant (TTAG), which paid for a majority of the project costs. Once the TTAG grant for R&R was approved, the project was coordinated between R&R, Cox Accounting, and AMS to ensure successful implementation. The system was successfully completed on time and within budget. With improved business information and a reduced workload, R&R was able to begin strategic improvements. The new system helped improve inventory accuracy, reduce shortages, and automate transaction processes.

**Results:**

Anticipated results:

- \* Increased sales of \$40,000.
- \* Inventory savings of \$5,000.
- \* Loss reduction of \$2,000.
- \* Retained 2 jobs.
- \* Created 1 new job.
- \* Achieved a more competitive and profitable position.

**Testimonial:**

"The service provided by Arkansas Manufacturing Solutions was excellent. As a small family business operator in a small town, it is difficult to recruit expert advice and assistance. This jump in business

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management practice has allowed us to continue to grow in the most profitable way possible."

Doug Hutchens, General Manager/Co-Owner